

SEAXPLORER



FRACTIONAL OWNERSHIP FOR THE SEAXPLORER RANGE

Main driver

- Find new business opportunities to build SeaXplorers
- Let more people experience Expedition Yachting



Background

- Expedition Yacht Market is a small market
- Fractional ownership pops-up regularly, but not in Expedition Yachting
- Increased initiatives for Charter / Cruises on Yachts;
- Lack of available Expedition Yachts



Result

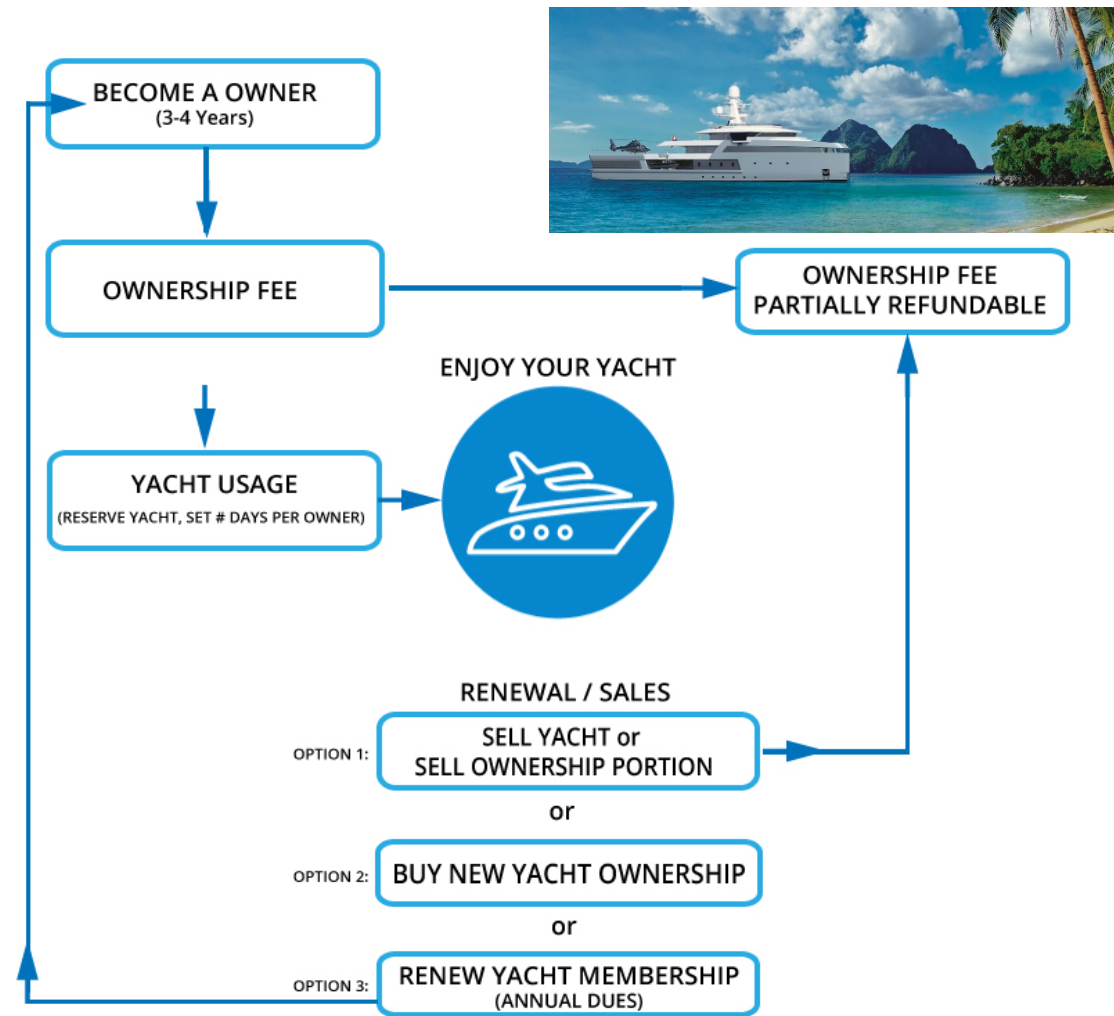
- Sharing is caring
- It's a lower entry barrier to discover Expedition Yachting
- It fits within global trends => paying for an experience rather than ownership



WHY?

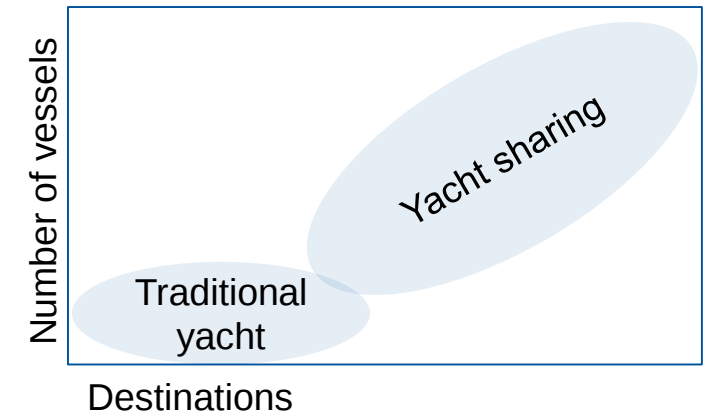
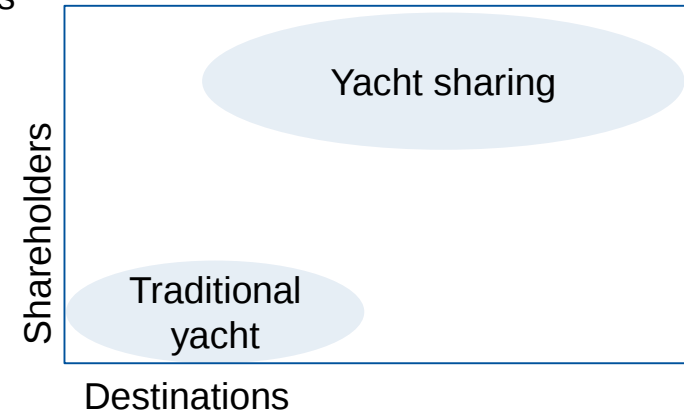
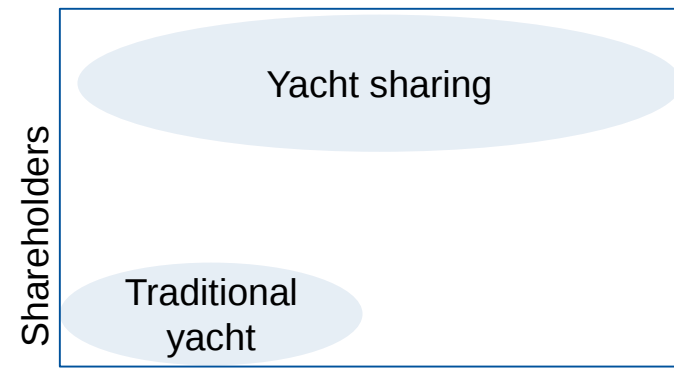
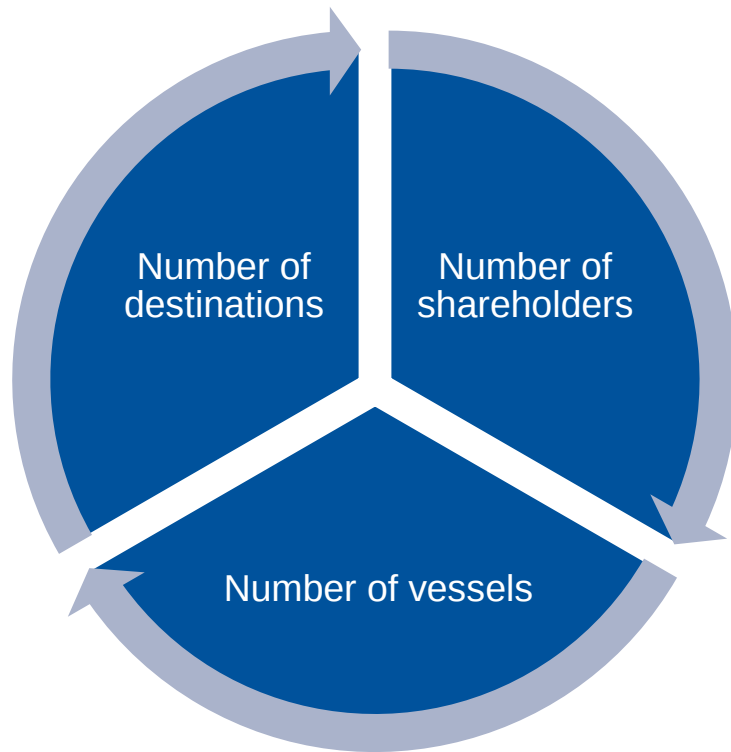


NETJETS®



FRACTIONAL OWNERSHIP

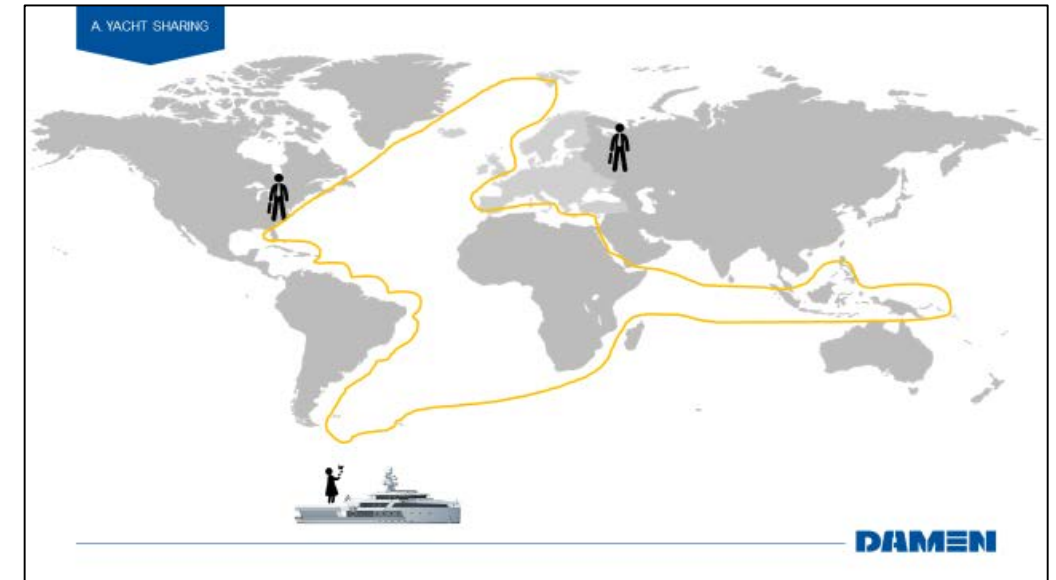
The difference from traditional yachts can be made in three main dimensions:



CONVENTIONAL YACHT

YACHT SHARING

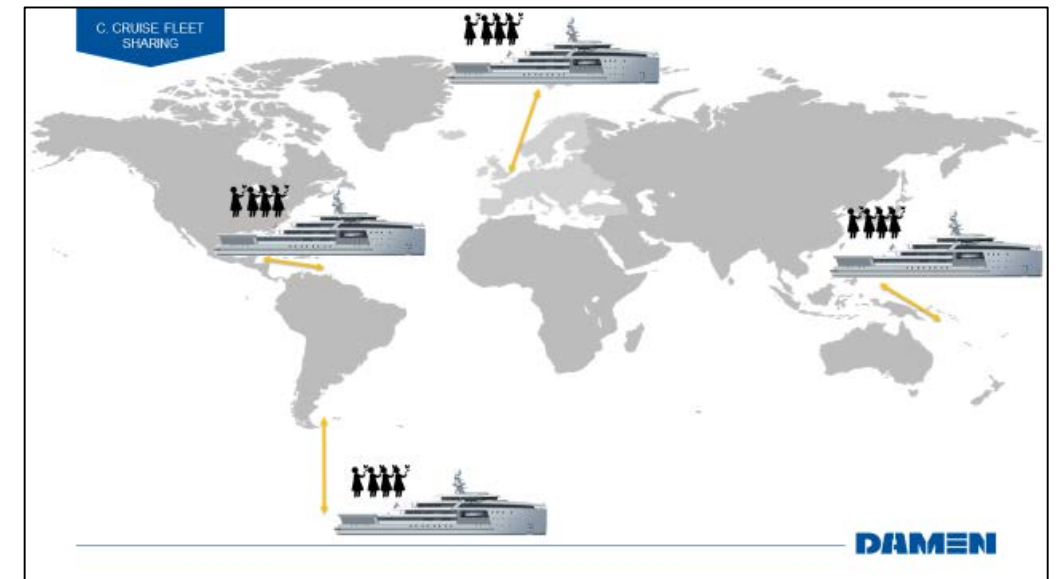
LIFESTYLE



SX62 YACHT SHARING

SX90 CRUISE SHARING

COMMERCIAL



Conclusions:

- Damen is a renowned designer and builder of yachts (AMELS) and SeaXplorers
- EYOS expeditions are the leaders in their field and has brought a lot experience to the design of the SeaXplorer range
- We can still have the first movers advantage in the Expedition niche
- We need partners from various backgrounds to develop this business

We would like to get in touch with in order to further explore this business opportunity

DAMEN



FRACTIONAL
OWNERSHIP

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THANK YOU FOR LISTENING

DAMEN